

MAIL TO:
Office of the Attorney General
Registry of Charitable Trusts
P.O. Box 903447
Sacramento, CA 94203-4470

STREET ADDRESS:
1300 I Street, Room 1130
Sacramento, CA 95814
Telephone: (916) 323-5079

WEBSITE ADDRESS:
<http://caag.state.ca.us/charities/>

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

2000 ANNUAL FINANCIAL REPORT

(California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1 (Recently enacted).

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fundraiser:

CF Number 436

MKTG TeleServices, Inc.

Name of Commercial Fundraiser

101 Continental Blvd., Suite 400

Address of Commercial Fundraiser

El Segundo CA 90245

City, State, and ZIP Code of Commercial Fundraiser

Telemarketing held (on) (from) 1/1/2002

(Type of Activity)

Name and Address of Charitable Organization or Charitable Purposes:

CT No. 4332

F.E.I.N. No. 94-1153307

SIERRA CLUB

Name of Charity

85 Second Street, Second Floor

Address of Charity

San Francisco CA 94105-3441

City, State, and ZIP Code of Charity

3/31/2002

(Date or dates must be shown)

1. REVENUE

- A. Cash contributions
- B. Entertainment sales or admission charges
- C. Sales from products
- D. Advertisement sales
- E. Membership fees
- F. Other sources: (Specify)

a. _____
b. _____
c. _____
d. _____

G. TOTAL REVENUE

2. EXPENSES (SEE ATTACHED)

- A. Fees or commissions
- B. Salaries
- C. Payroll taxes
- D. Employee benefits
- E. Cost of merchandise for resale
- F. Cost of entertainment
- G. Postage
- H. Advertising
- I. Telephone
- J. Rental of equipment
- K. Facilities charge
- L. Permits
- M. Other expenses: (Specify)

a. _____
b. _____
c. _____
d. _____

N. TOTALEXPENSES

3. Distribution or net to charitable organization or charitable purposes

4. (a) Is any officer, director, partner or owner of the Commercial Fundraiser in any way affiliated with or control, directly or indirectly, the charitable organization for which the Commercial Fundraiser has contracted to solicit?

☒ Yes ☐ No If "yes," complete the following:

Name of officer, director, partner or owner of Commercial Fundraiser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization

(b) For each affiliation identified in 4(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, the same are true and correct.

Paul S. Papich

Sr. Vice President

7/10/02

Printed Name

Title

Date

Organization for verifying the distribution.

Deborah Sorondo

Assistant Secretary

7/2/02

Printed Name

Title

Date

Lynn S. Smith

Assistant Secretary

7/2/02

Signature of authorized officer/director/partner/owner

Printed Name

Title

Date

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JUL 23 2002
Attorney General's
Registry of Charitable Trusts

401168

MKTG TeleServices, Inc.
Sierra Club
1/1/02 - 3/31/02

Total money received by	Sierra Club	\$146,499
Total fees paid to	MKTG TeleServices, Inc.	\$65,240
Total net to	Sierra Club	\$81,259

fees paid to MKTG TeleServices, Inc.: prorated expenses	
payroll	\$40,449
office rental pro rata share	\$3,262
telephone	\$5,219
utilities	\$0
postage	\$2,610
printing	\$5,872
fundraising registration	\$652
insurance	\$652
recruitment	\$0
depreciation	\$2,610
office	\$1,305
other overhead expenses	\$1,957
total campaign expenses*	\$64,588
MKTG TeleServices net for profit and admin overhead	\$652

Total fees paid to MKTG TeleServices, Inc.	\$65,240
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*these expenses are based on MKTG TeleServices' operating ratios.

MKTG TeleServices, Inc. does not receive donated funds. All monies rec'd are as reported to MKTG TeleServices by the charitable organization.

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COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

2000 ANNUAL FINANCIAL REPORT (California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1 (Recently enacted).

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fundraiser:

CF Number CF-436

Name of Commercial Fundraiser MTIG TeleServices, Inc.

Address of Commercial Fundraiser

101 Continental Blvd., Suite 400

City, State, and ZIP Code of Commercial Fundraiser

El Segundo, CA 90245

Type of Activity Telefundraising

(Type of Activity)

1. REVENUE

- A. Cash contributions
- B. Entertainment sales or admission charges
- C. Sales from products
- D. Advertisement sales
- E. Membership fees
- F. Other sources: (Specify)

a. _____
b. _____
c. _____
d. _____

G. TOTAL REVENUE

2. EXPENSES

- A. Fees or commissions
- B. Salaries
- C. Payroll taxes
- D. Employee benefits
- E. Cost of merchandise for resale
- F. Cost of entertainment
- G. Postage
- H. Advertising
- I. Telephone
- J. Rental of equipment
- K. Facilities charge
- L. Permits
- M. Other expenses: (Specify)

a. _____
b. _____
c. _____
d. _____

N. TOTAL EXPENSES

3. Distribution or net to charitable organization or charitable purposes

4. (a) Is any officer, director, partner or owner of the Commercial Fundraiser in any way affiliated with or control, directly or indirectly, the charitable organization for which the Commercial Fundraiser has contracted to solicit?

☐ Yes ☒ No If "yes," complete the following:

Name of officer, director, partner or owner of Commercial Fundraiser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization

(b) For each affiliation identified in 4(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge

Signature of authorized officer (Commercial Fundraiser)

Paul S. Papich
Printed Name

Sr. VP
Title

3/7/03
Date

Organization for verifying the distribution

Deborah Sorando
Printed Name

Assistant Secretary
Title

Lynn Smith
Printed Name

Assistant Secretary
Title

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Attorney General's
Registry of Charitable Trusts

MKTG TeleServices, Inc.
Sierra Club
2002 Telefundraising Campaign

Total money received by	Sierra Club	\$574,183
Total fees paid to	MKTG TeleServices, Inc.	\$428,802
Total net to	Sierra Club	\$145,381

fees paid to MKTG TeleServices, Inc.: prorated expenses	
payroll	\$265,857
office rental pro rata share	\$21,440
telephone	\$34,304
utilities	\$0
postage	\$17,152
printing	\$38,592
fundraising registration	\$4,288
insurance	\$4,288
recruitment	\$0
depreciation	\$17,152
office	\$8,576
other overhead expenses	\$12,864
total campaign expenses*	\$424,514
MKTG TeleServices net for profit and admin overhead	\$4,288

Total fees paid to MKTG TeleServices, Inc.	\$428,802
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*these expenses are based on MKTG TeleServices' operating ratios.

MKTG TeleServices, Inc. does not receive donated funds. All monies rec'd are as reported to MKTG by the charitable organization.